

**SANTA ANA DISTRICT OFFICE**  
**FY 2017 LENDER RANKINGS**  
**AS OF 12/31/16**



**TOP 3 LENDERS**

**#1 WELLS FARGO BANK, N.A.**  
**93**  
**\$38,106,200**

**#2 CDC SMALL BUS. FINANCE**  
**27**  
**\$20,140,500**

**#3 US BANK**  
**26**  
**\$7,034,300**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>WELLS FARGO BANK NATL ASSOC</b>	<b>93</b>	<b>\$38,106,200</b>	<b>\$409,744</b>
<b>2</b>	<b>CDC SMALL BUS. FINAN CORP</b>	<b>27</b>	<b>\$20,140,500</b>	<b>\$745,944</b>
<b>3</b>	<b>U.S. BANK NATIONAL ASSOCIATION</b>	<b>26</b>	<b>\$7,034,300</b>	<b>\$270,550</b>
4	JPMORGAN CHASE BANK NATL ASSOC	26	\$5,276,000	\$202,923
5	EAST WEST BANK	17	\$12,720,000	\$748,235
6	COMPASS BANK	16	\$1,995,200	\$124,700
7	US METRO BANK	10	\$9,563,300	\$956,330
8	COMMONWEALTH BUSINESS BANK	9	\$3,994,000	\$443,778
9	CELTIC BANK CORPORATION	9	\$1,938,500	\$215,389
10	BUSINESS FINANCE CAPITAL	8	\$13,333,000	\$1,666,625
11	CENTERSTONE SBA LENDING, INC.	8	\$8,574,000	\$1,071,750
12	FIRST CHOICE BANK	8	\$8,112,900	\$1,014,113
13	PACIFIC CITY BANK	8	\$6,716,000	\$839,500
14	BANK OF THE WEST	7	\$10,472,700	\$1,496,100
15	OPEN BANK	7	\$9,649,000	\$1,378,429
16	SEACOAST COMMERCE BANK	7	\$8,070,500	\$1,152,929
17	COMMUNITY BANK	7	\$6,332,200	\$904,600
18	MORTGAGE CAP. DEVEL CORP	7	\$5,880,000	\$840,000
19	BANK OF HOPE	7	\$1,706,500	\$243,786
20	CALIFORNIA STATEWIDE CERT. DEV	6	\$6,768,000	\$1,128,000
21	SOUTHLAND ECONOMIC DEVEL CORP	6	\$5,649,000	\$941,500
22	MUFG UNION BANK NATL ASSOC	6	\$4,775,600	\$795,933
23	FIRST GENERAL BANK	6	\$2,050,000	\$341,667
24	FIRST HOME BANK	6	\$1,465,000	\$244,167
25	HARVEST SMALL BUS. FINANCE LLC	5	\$7,043,000	\$1,408,600
26	CALIFORNIA UNITED BANK	5	\$3,777,000	\$755,400
27	COMERICA BANK	5	\$530,000	\$106,000
28	UNITI BANK	4	\$5,365,000	\$1,341,250
29	AMPAC TRI-STATE CDC, INC.	4	\$4,079,000	\$1,019,750
30	HANMI BANK	4	\$3,614,000	\$903,500
31	BANK OF AMERICA NATL ASSOC	4	\$3,575,000	\$893,750
32	LIVE OAK BANKING COMPANY	4	\$1,985,000	\$496,250
33	COMMERCEWEST BANK	4	\$550,000	\$137,500
34	COMMERCIAL BANK OF CALIFORNIA	3	\$3,187,500	\$1,062,500
35	CITIBANK, N.A.	3	\$3,047,000	\$1,015,667
36	WOORI AMERICA BANK	3	\$2,285,000	\$761,667
37	ENTERPRISE FUNDING CORPORATION	3	\$1,419,000	\$473,000
38	NEWTEK SMALL BUS. FINANCE INC.	3	\$1,147,500	\$382,500
39	HANA SMALL BUS. LENDING INC.	3	\$854,000	\$284,667
40	STEARNS BK NATL ASSOC	3	\$636,500	\$212,167
41	INDEPENDENCE BANK	3	\$320,000	\$106,667

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
42	BANNER BANK	3	\$170,800	\$56,933
43	EVERTRUST BANK	2	\$2,490,000	\$1,245,000
44	WEST VALLEY NATIONAL BANK	2	\$2,208,000	\$1,104,000
45	BANC OF CALIFORNIA NATL ASSOC	2	\$1,874,000	\$937,000
46	ROYAL BUSINESS BANK	2	\$1,850,000	\$925,000
47	UNITED BUSINESS BANK, F.S.B.	2	\$1,607,000	\$803,500
48	PACIFIC W. CERT. DEVEL CORP	2	\$1,140,000	\$570,000
49	SHINHAN BANK AMERICA	2	\$840,000	\$420,000
50	KINECTA FCU	2	\$450,000	\$225,000
51	COMMERCE BANK OF TEMECULA VALL	2	\$308,000	\$154,000
52	CITY NATIONAL BANK	2	\$250,000	\$125,000
53	CAPITAL BANK	1	\$4,750,000	\$4,750,000
54	CATHAY BANK	1	\$3,740,000	\$3,740,000
55	SAN DIEGO PRIVATE BANK	1	\$2,400,000	\$2,400,000
56	FIRST-CITIZENS BK & TR CO	1	\$1,937,000	\$1,937,000
57	BYLINE BANK	1	\$1,215,000	\$1,215,000
58	CUSTOMERS BANK	1	\$1,076,500	\$1,076,500
59	PACIFIC COMMERCE BANK	1	\$1,053,300	\$1,053,300
60	READYCAP LENDING, LLC	1	\$1,040,000	\$1,040,000
61	LEGENCE BANK	1	\$915,000	\$915,000
62	HOMESTREET BANK	1	\$817,000	\$817,000
63	PACIFIC PREMIER BANK	1	\$750,000	\$750,000
64	TECHNOLOGY CU	1	\$715,000	\$715,000
65	PLAZA BANK	1	\$696,000	\$696,000
66	GBC INTERNATIONAL BANK	1	\$650,000	\$650,000
67	PREMIER BUSINESS BANK	1	\$584,800	\$584,800
68	SO CAL CDC	1	\$463,000	\$463,000
69	FIRST CHATHAM BANK	1	\$450,000	\$450,000
70	MANUFACTURERS BANK	1	\$442,000	\$442,000
71	ZIONS BANK, A DIVISION OF	1	\$350,000	\$350,000
72	COLUMBUS FIRST BANK	1	\$340,000	\$340,000
73	COBIZ BANK	1	\$302,000	\$302,000
74	STATE BANK AND TRUST COMPANY	1	\$300,000	\$300,000
75	CRF SMALL BUS. LOAN COMPANY LL	1	\$265,000	\$265,000
76	SPIRIT OF TEXAS BANK, SSB	1	\$200,000	\$200,000
77	PACIFIC ENTERPRISE BANK	1	\$175,000	\$175,000
78	PCR SMALL BUSINESS DEVELOPMENT	1	\$150,000	\$150,000
79	COMMUNITY VALLEY BANK	1	\$100,000	\$100,000
80	WALLIS STATE BANK	1	\$100,000	\$100,000
<b>TOTALS:</b>		<b>451</b>	<b>\$282,901,300</b>	<b>\$627,276</b>